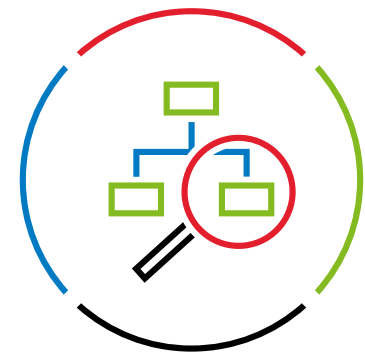




Accelerate life sciences
ROI with the right data
investments





The life sciences industry is rapidly changing.

While investments were being made prior to the COVID-19 pandemic, the subsequent years have dramatically shifted the industry in increased investments, innovation, and regulations.¹ Labs around the world collaborated on vaccines and continue to do meaningful work every day to develop crucial drugs and products, run clinical trials, and solve challenges that impact lives around the world.

As investments in research increase, teams will need to partner with scalable, data-centric solutions to support operations and deliver ROI.



Nearly 50% jump in R&D and life science laboratories in the past 5 years²



Total life sciences lab/ R&D space may increase by **more than 20%** over the next two years.²

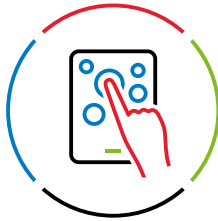


91% of life science organizations are investing in R&D in 2023¹

The need for investing in scalable, evidence-based solutions

With the industry rapidly changing and expanding, life science teams and researchers need access to user-friendly, evidence-based information and data to make business and clinical decisions. These solutions can address challenges within core business functions, supporting cost reduction, streamlining workflows, and improving ROI.

How can you use clinical data technology within your life sciences organization?



Research and development

- Review current clinical best practices, treatment regimens, and recommendations from the perspective of practicing expert clinicians
- Quickly access underlying evidence, including care guidelines and research studies, used to develop best practices and recommendations
- Derive insights from drug topics, which go beyond basic drug information to deliver unique clinical perspective



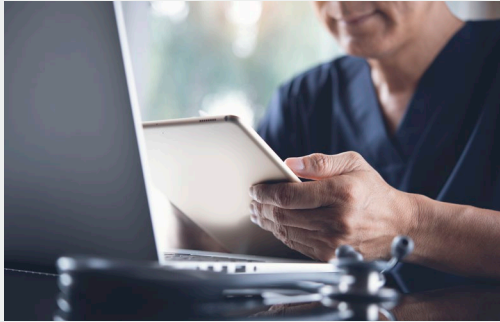
Clinical trials

- Consult the latest evidence and supporting clinical research to inform trials with a standardized source of information
- Research leading epidemiology and treatment standards for diseases
- Access leading evidence on innovative treatments like precision medicine



Market intelligence

- Assist in product research, pricing, and launches with a single source of information across teams
- Provide in-depth drug and clinical information and pricing to support competitive intelligence and sales training
- Track drug pricing, forecasting, and competitors, including off-label uses



A dual approach: evidence-based clinical information and robust drug pricing

By combining a leading clinical decision support solution and a robust drug pricing solution, life science teams can have crucial data and information at their fingertips. Both UpToDate® and Medi-Span® Price Rx® were created to be easy to use for clinicians and to fit seamlessly into the clinical workflow with minimal IT support.



UpToDate: Leading clinical decision support

With the leading clinical decision support resource, life science teams across the organization can have access to the same information as most US doctors. Easily access the latest evidence-based medical and drug information, updated by clinical experts in an accessible, user-friendly interface to make business and research decisions.

UpToDate features:

- Optimized search capabilities of **12,400+** clinical topics in 25 specialties
- More than **9,800** evidence-based graded recommendations
- A select drug database and drug interactions tool with **7,600** drug topics
- More than **544,000** links to references and citations
- Graphics search of more than **37,000** pictures, charts, and videos



82% of users in life sciences say UpToDate helps their organization make better business decisions.

UpToDate Customer Survey. November 2021. Data on file



Price Rx: Current and historic drug pricing data

Drug pricing is constantly changing. With daily updates, having access to the latest and historic prices can enable teams to make key business decisions, identify market positions, and forecast trends.

Medi-Span Price Rx is an industry standard and leading drug price reference and analysis tool designed to provide quick access to core drug pricing content. Understand the latest trends in drug pricing with analytics and remove the guesswork from product launches and research.

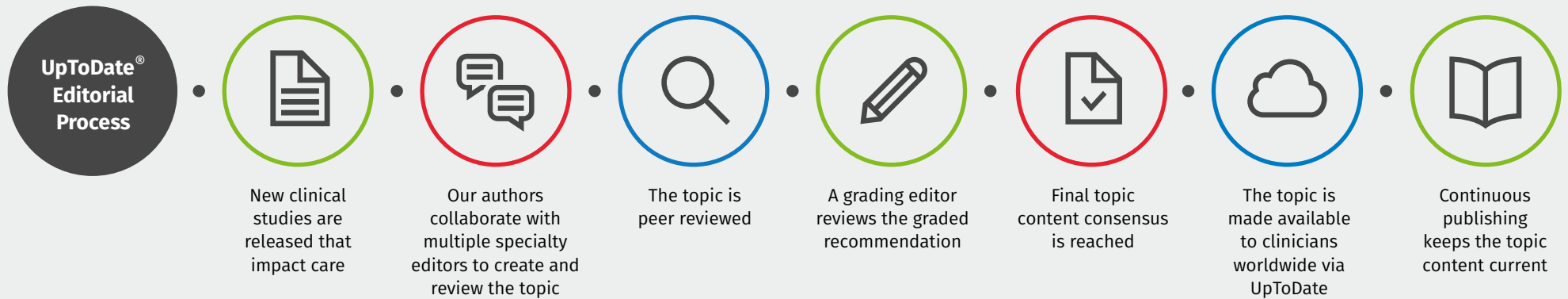
Price Rx features:

- **Over 400,000** drug products with new and historical pricing data
- Compare **over a dozen** pricing types and benchmarks such as AWP, FSS, WAC, and ACA FUL
- **Competitive intelligence**, and brand and market intelligence

"It's the best drug pricing database out there. It's very clean and easy to use, reliable. I use it for WAC pricing, both absolute and growth. It's my go-to source for drug pricing."

Salim Syed

Managing Director, Senior Biotechnology Analyst, Head of Biotechnology Research
Mizuho Securities USA LLC



“The clinical teams trust UpToDate. It gives them the confidence to make care decisions because they trust the information, because it’s evidence-based.”

Dr. Jonathan James
Chief Strategy Officer, Axis Medical Center
Minneapolis, Minnesota, United States

An evidence-based, trusted source for clinical information

For over 30 years, UpToDate has been a trusted resource for clinicians when complex decisions are needed at the point-of-care.

New medical research is constantly released, at times creating an “infodemic” of information⁸, and it can be a challenge to stay current with clinical recommendations.

The UpToDate editorial team is comprised of clinical experts who assemble and analyze the latest medical evidence and integrate it into existing recommendations. Strict editorial processes support content development in a balanced, unbiased manner to ensure clinical recommendations are safe and actionable, and content is constantly updated as new evidence emerges.

With UpToDate, clinicians and health science professionals always have access to the latest available evidence and recommendations, reviewed to the highest possible level of excellence and integrity.

Expert clinical content:

- Over **7,400** practicing clinician and expert authors, editors, and peer reviewers
- Over **12,400** topics across 25 specialties
- Over **7,600** unique drug entries

Every day, UpToDate’s editorial network reviews:

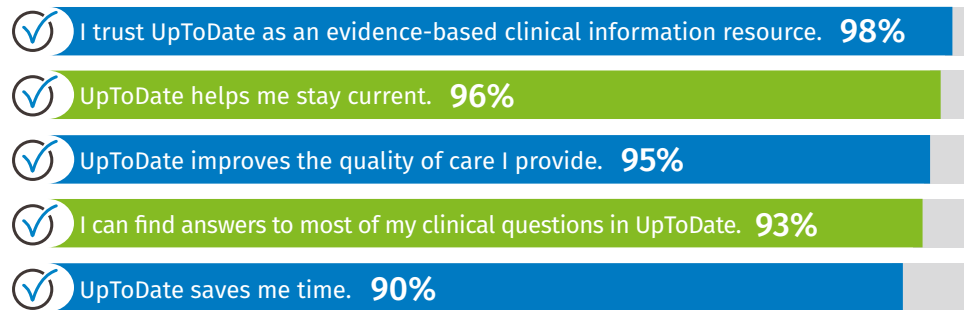
- More than **420** peer reviewed journals
- Society guidelines, clinical databases, and clinical trials for **important new medical findings**
- **Databases** including Medline, The Cochrane Library, Clinical Evidence, and the Agency for Healthcare Research and Quality
- **Guidelines and trial reports** from leading agencies like the U.S. Centers for Disease Control and Prevention, the European Medicines Agency, and the World Health Organization
- Proceedings of major national and international **scientific meetings**



Real-world evidence for tangible results

As a trusted resource for over 30 years, UpToDate has been providing crucial information for clinicians at the point-of-care that saves time and improves outcomes. Having the same clinical content for life science teams can impact decision-making and support business outcomes.

Clinicians who subscribe say*...



*UpToDate Individual Subscriber Survey, October 2022, N=9,878

A three-year Harvard study³ identified tangible benefits of using UpToDate, including:

- ✓ Better-quality performance
- ✓ Reduced length of stay in hospitals
- ✓ Fewer deaths

“Absolutely necessity in today’s environment. Quick, up-to-the-minute information allows us to make critical decisions on the spot.”

Price Rx user

Contact us to learn more about adding UpToDate and Medi-Span Price Rx to your teams’ workflows.

References

1. 2023 Global Life Sciences Outlook. Deloitte. Retrieved June 28, 2023 from <https://www.deloitte.com/global/en/Industries/life-sciences-health-care/perspectives/global-life-sciences-sector-outlook.html>
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